



SHEILA HARRIS-ADAMS

President/ CEO Visionary Business Solutions

Chair of NAWCAD LKE SBR

Executive Board JB MDL SBR

Education & Professional Development Chair WID

Sheila Harris-Adams, President of Visionary Business Solutions is an Industry expert in Procurement Business Consulting, Federal Contracting, Labor Management, Professional Services, Operations, Human Resources, Strategic Planning, and Business Development. She has a proven executive management track record and over 30 years of experience driving sales and marketing goals and objectives. Under the leadership of Ms. Harris-Adams and the VBS team has provided business development, sales, marketing, training and consulting support to over 500 companies. During her time working with her numerous clients she has assisted in closings over \$520 Million in Federal Contracts.

Prior to starting Visionary Business Solutions Ms. Harris-Adams was Vice President of Business Development for a Defense Contractor where she was the driving force that led to an increase of over 739% in sales over three years. While at the helm of this organization she not only drove sales, but dedicated her efforts to expanding the company's market share in the federal marketplace, establishing far-reaching industry wide relationships, and solidifying the company's brand and presence industry-wide.

Sheila Harris-Adams is a success driven visionary whose career highlights experience in the fields of Business Development, Federal Procurement, Contract Management, Professional Services, Labor Management, Operations, Project Management, Human Resources, Staffing, Talent Acquisition and Sales and Marketing. She has diverse experience excelling in many roles including CEO, Vice President of Business Development, Director of Sales and Marketing, Regional Director of Human Resources, to Senior Level Executive of a multi-million-dollar organization.

Sheila Harris-Adams is known by Government Partners, Industry Associations, large and small companies as the "voice of small business" for her tireless commitment to the small business community. She has served on numerous Industry Boards, met with Congressman to discuss small business legislature and initiatives, and served as the Small Business Representative for Industry with multiple Government Agencies. Ms. Harris-Adams has also served on the board of various non-profit organizations throughout the state. She is an active member of various defense industry associations such as the NDIA (National Defense Industrial Association), AUSA (Association of the United States Army), ASNE (American Society of Naval Engineers), and NCMA National Contract Management Association.



Ms. Harris-Adams is currently serving as the Chair of the NAWCAD Lakehurst Small Business Roundtable, is on the Executive Board for the Joint Base MDL SBR and is the Education and Professional Development Chair of WID (Women in Defense) LC.

Sheila's commitment to building Small Business, her extensive experience in the defense industry, innate ability to lead, train and inspire organizations along with her unparalleled success in the industry led her securing a contract to with PTAC to provide government procurement counseling and training to hundreds of businesses in NJ. Sheila Harris-Adams has also been an active member of the Philadelphia Chamber of Commerce, the South Jersey Chamber of Commerce and the Burlington County Regional Chamber of Commerce where she has served on the Government Affairs Board, Political Action Committee, Economic Development Board, Ambassadors, Manufacturing Roundtable and the Military Council. Ms. Harris-Adams also currently serves on the Burlington County Workforce Development Board and the Burlington County Youth Investment Council. Along with a degree in Business Ms. Harris-Adams holds numerous business certification and accreditations.

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